

Building Effective Agreements (BEA)

COURSE NUMBER **FAA01179**

For information about this course, contact:
 FAA Program Manager: Shepherd Curl
 (386) 446-7132

DESCRIPTION AND LEARNING STRATEGY

This course is designed to provide participants experience in the use of an interest-based negotiation process to enhance organizational relationships. Participants will be enabled to generate agreements that satisfy the interests of each party that are both efficient and durable.

BEA is a three-day course that includes the theory and the model for building effective agreements, as well as a variety of application opportunities. Participants will learn by utilizing an interest-based process to resolve conflicts by progressing through simple interactions to multi-party issues, and then on to more complex scenarios.

The course activities include large and small group discussions, group activities, written exercises, and skill practices. Throughout the application activities, participants will give and receive feedback on their skills.

OBJECTIVES

- Demonstrate effective communication skills.
- Complete a Negotiation Planner.
- Demonstrate an interest-based process as an effective method of conflict resolution.

RELATED COMPETENCIES

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| <ul style="list-style-type: none"> • Building Alliances • Building Teamwork and Cooperation • Building a Model EEO Program | <ul style="list-style-type: none"> • Communication • Interpersonal Relations and Influence • Problem Solving |
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CLASS SIZE

18 participants

LENGTH 3 days

(8:00 a.m. – 5:00 p.m.)
 24 hours

LOCATION

Customer site or
 FAA Center for
 Management and
 Executive Leadership
 Palm Coast, Florida

UPCOMING DELIVERIES

This course is currently available only as a fee-for-service delivery.

WHO SHOULD ATTEND

Individuals, team members, team leaders, supervisors, and managers with a need for conflict resolution skills

ENROLLMENT

To arrange a **fee-for-service delivery**, call Shep Curl at (386) 446-7132.

PREREQUISITE

None

PRECOURSE

None

RELATED COURSES

Inquiry, Influence & Implications
 (FAA01249)

Labor Management Relations
 (FAA01205)